

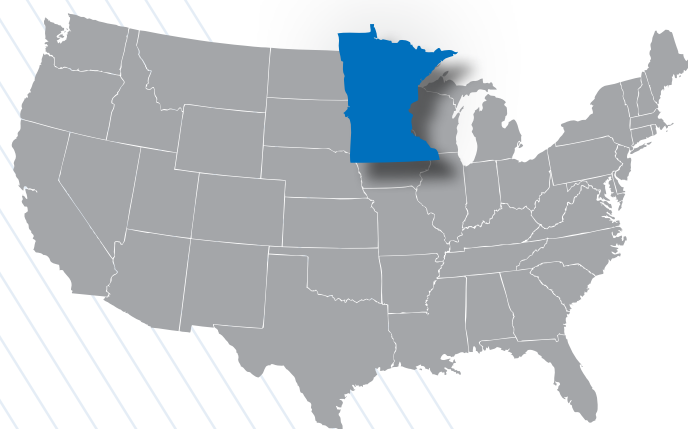
MEP • MANUFACTURING  
EXTENSION PARTNERSHIP



## Enterprise Minnesota

Enterprise Minnesota helps small and mid sized manufacturers develop and implement strategies to grow business. Whether walking through the lean manufacturing process or advising on the latest management strategies, Enterprise Minnesota helps your business compete and grow profitably. Their industry experts are located across Minnesota to help companies achieve their goals and become world-class manufacturers.

Since 1991, Enterprise Minnesota's industry experts have used their many years of experience to offer solutions and deliver results in all areas of manufacturing. Their business and engineering consultants have proven they can help manufacturers thorough programs in the areas such as: GreenLean®, GreenLean® Office, Training Within Industry (TWI), Supply Chain Improvements, and Business Growth.



## For more information, contact

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## Minnesota MEP CLIENT IMPACTS

*Impacts are based on clients receiving service in FY2012*

Total Increased/  
Retained Sales



**\$128.95 Million**

Total Increased/  
Retained Jobs



**1,723**

New Client  
Investments



**\$58.7 Million**

# CLIENT SUCCESS: DELKOR SYSTEMS INC.

*“Enterprise Minnesota worked with us to help define our product offering, focus on the best markets for penetration and growth, and connect us with numerous external resources we were unaware of. This enabled us to achieve our strategic objectives and has positioned us to expand our presence in the Latin America market and improve our efforts in the Canada, Australia, and New Zealand markets.”*

Mike Wilcox, Vice President of Sales and Marketing

## Export Plan Leads to New Jobs, More Sales

Established in 1973, Delkor Systems Inc., of Circle Pines, MN, is one of the leading U.S. manufacturers of packaging machinery. The company began exporting in 2006-07 and has gained significant international business. Delkor has been awarded numerous patents for its innovation in the area of materials and package design. As a customer driven packaging solution company, it places a strong emphasis on working with its customers to find more efficient ways to use the materials used in packaging, such as corrugated, paperboard, films and adhesive. Delkor operates two plant sites within the Minneapolis-St. Paul, MN metropolitan area and employs around 85 people.

### *Situation:*

Delkor was exporting “accidentally,” reacting to opportunities to conduct business abroad, rather than through a conscious strategy. Company leaders didn’t know exactly which countries were the best fit for their business and they wanted to be prepared for future export growth. They also needed to understand the exporting process better.

### *Solution:*

Delkor worked with Enterprise Minnesota, a NIST MEP affiliate, to develop a systematic process for expanding its global markets. They helped Delkor make connections with exporting experts in the Latin America region, where they had decided to expand. Over the course of three months, Delkor was able to connect with the right resources to gain information about exporting, conduct research on different markets to determine where their products best fit and develop a comprehensive strategy to do business internationally. Delkor created a strategic export sales plan that is allowing them to make proactive decisions on their international sales strategies and business growth. Delkor’s research directed their focus to the food, dairy and consumer products industries within their targeted countries of Columbia, Chile, Peru and Mexico. Delkor is continuing to use the resources and knowledge they acquired in the Global Market Strategy service by researching other possible markets. Enterprise Minnesota also helped Delkor define and implement internal procedures to handle export logistics.

### *Results:*

- \* Achieved 30% of sales from exporting in 6 months
- \* Hired 29 new employees
- \* Moving to a new facility to meet increased demand
- \* Plan to double the machine shop capacity and provide 39% more assembly space

30% increase sales  
from exporting